



2012 ANNUAL REPORT

Contents

<u>Section</u>	<u>Title</u>	<u>Page</u>
1	Overview	1
2	Founder's Remarks	2
3	Facilities	3
4	Aircraft	4
5	Curriculum	5
6	Students	6
7	Staff	7
8	Events	7
9	Maintenance	8
10	Financials	9
11	Awards	12
12	In Memoriam	13
13	Resources	14
14	Four Quadrant Briefing Chart	15



353 Proctor St., Hangar One fly@AvSport.org
Piper Memorial Airport http://AvSport.org
Lock Haven PA ofc/fax (570) 748-3725
17745 USA cellphone (570) 419-1229



2012 ANNUAL REPORT

1. Overview







Established in January 2010, AvSport is the recreational flying school based in Hangar One at the Piper Memorial Airport, Lock Haven PA (ancestral home to Piper Aircraft and the legendary Piper Cub). We specialize in training candidates for the FAA Sport Pilot license, using modern Light Sport aircraft (at about half the cost, and half the instructional time, needed to earn a Private Pilot license).

Our Vision:

AvSport envisions a General Aviation renaissance, facilitated by quality training of Sport Pilots and the availability of modern Light Sport Aircraft.

Our Mission:

AvSport enhances aviation safety and enjoyment, by offering:

-  a rigorous, though flexible, flight training curriculum
-  experienced, professional Certified Flight Instructors
-  well maintained advanced Light Sport Aircraft
-  modern and accessible instructional materials
-  individualized instruction
-  an affordable aviation experience



2012 ANNUAL REPORT

2. Founder's Remarks

More than fifty years after my first flight lesson, I can still recall the thrill of viewing the world from a pilot's perspective. I never tire of witnessing that same excitement when others first venture aloft. Perhaps the most gratifying aspect of flight instruction is seeing prospective students realize that they, too, can conquer the sky. Over the past few years, the FAA's Sport Pilot rating has made this accomplishment accessible to a wider segment of the population. But, the aviation industry has been slow to embrace this new opportunity. That's precisely why I founded AvSport, and why my greatest pleasure as a flight instructor is offering first flights to future pilots young and old. Flying offers more than mere transportation – it affords a sense of freedom, and accomplishment, which few other activities can match. As long as there are people seeking this experience, there will be flight schools making it available. I am proud that AvSport is one of them.





2012 ANNUAL REPORT

3. Facilities

The General Aviation Terminal, located in Hangar One at the Piper Memorial Airport (KLHV) in scenic Central PA, houses our flight school office, restrooms, conference room, weather briefing room, and pilot's lounge. Ideally suited to Sport Pilot training, Lock Haven is a non-towered general aviation airport with a 3800 by 75 foot paved runway, and a parallel 2200 by 100 foot turf strip. The paved runway is equipped with pilot controlled lighting for night operations, as well as runway end identifier lights and a two-light visual approach slope indicator at each end. A camping trailer on the field is available for the use of students from outside the local area wishing to stay overnight.

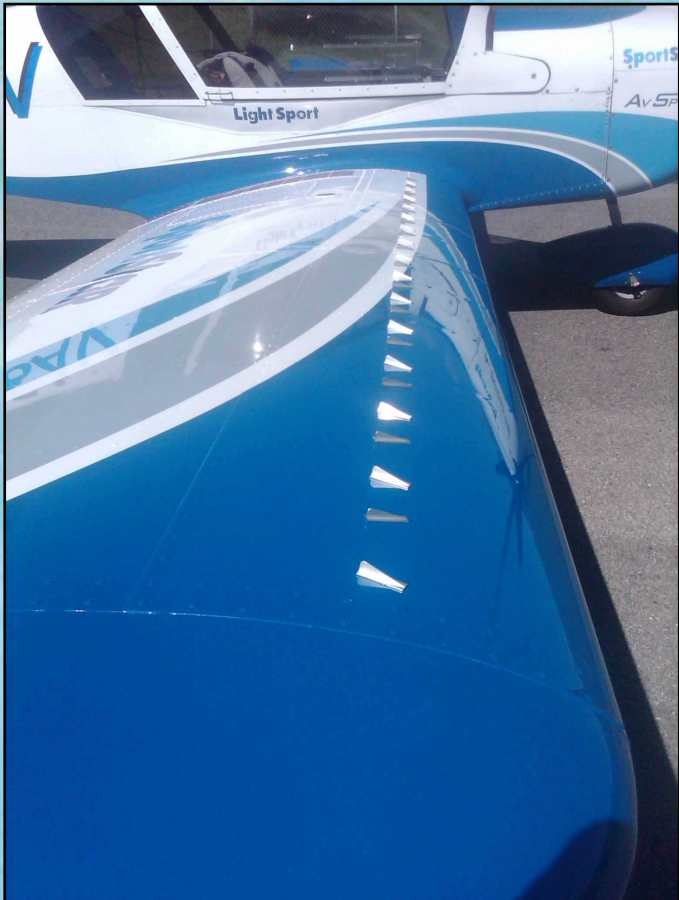




2012 ANNUAL REPORT

4. Aircraft

Available for both flight instruction and rental by qualified pilots, AvSport of Lock Haven provides modern, well equipped Light Sport aircraft, manufactured to exacting ASTM International standards. Our Evektor SportStar Max primary trainer, manufactured in the Czech Republic, is licensed by the Federal Aviation Administration as a Special Light Sport Aircraft (S-LSA), and equipped with the latest “glass cockpit” electronic flight instruments. Its avionics package makes this aircraft suitable not just for Sport Pilot training, but for more advanced students, including Private and Instrument Pilot candidates. During 2012, we improved safety by replacing all engine rubber components (fuel lines, oil lines, coolant hoses, engine mounts, carburetor sockets, and carb diaphragms), which we anticipate will extend reliable engine life to at least 2000 hours of operation.









2012 ANNUAL REPORT

5. Curriculum

Developed by a retired college professor with four decades of experience in higher education, AvSport's rigorous though flexible flight training curriculum allows students to obtain the new Sport Pilot license in half the time, and at half the cost, of the traditional Private Pilot rating, without compromising skills or safety. Students can choose between an accelerated five-week training program, and a less intensive program of conveniently scheduled lessons. We are an FAR Part 61 flight school and TSA-approved Alien Flight Student Program provider, nominated by our students for the AOPA Flight Training Excellence Award. Flight training and individualized ground instruction are integrated, and are supplemented by reading assignments, practice tests, and online PowerPoint lessons to allow each student to progress at his or her own pace.

AvSport's 45% student completion rate to date compares most favorably to the current national flight training average of 20%, attesting to the success of our curriculum design efforts. In fact, 89% of our students achieving their first solo flight have gone on to become licensed pilots.

AvSport's standard training packages now include:

-  "Five Weeks, Rain or Shine," an intensive pre-solo module
-  "Five More Weeks of Heaven," an intensive post-solo module
-  "Airspace Ace." Get all 3 controlled airspace endorsements in just 5 days
-  "Pilot Downsizer," a 3-day Light Sport transition course for licensed pilots
-  "The Next Step Up," a 10-week Private Pilot add-on module for Sport Pilots
-  "Gateway to the Sky," a one hour Introductory Lesson
-  "Taste of Freedom," a half-hour Discovery Flight

2012 ANNUAL REPORT

6. Students

In 2012, AvSport flight instructors conducted 15 Discovery Flights and 17 Introductory Lessons, soloed 4 primary flight students, transitioned one Private Pilot to Light Sport Aircraft, gave two Sport Pilots their 24-month flight review, helped two students pass their FAA written tests, and graduated three newly licensed Sport Pilots. Our students, who range in age from 16 to 80, come from all around the world, and represent a wide range of professional and educational backgrounds.

As students graduate from our Sport Pilot training program, many have chosen to become renter pilots, who continue to enjoy the recreational use of our aircraft while working toward higher ratings and additional pilot privileges.

AvSport promotes a sense of community among our students, instructors, prospects, and graduates, by sponsoring Safety Seminars and graduation parties, as well as hosting movie nights complete with popcorn and aviation films, and monthly Hangar Flying sessions featuring coffee, donuts, education, singing, conversation, and fellowship. Though run as a viable business entity, AvSport strives to foster an old-time flying club atmosphere.





2012 ANNUAL REPORT

7. Staff

Early in 2012 AvSport conducted TSA-mandated Security Awareness Training for five local flight instructors. AvSport remains a TSA-approved Alien Flight Student Provider, subject to annual audits conducted by both the Department of Homeland Security and the Pennsylvania Department of Transportation's division of aeronautics. In his capacity as an FAA Safety Team Lead Representative, in 2012 our Chief Flight Instructor offered free safety seminars in Lock Haven PA, Wellsboro PA, and Sebring FL. He is in the process of training two new flight instructors who will provide part-time instructional services, allowing AvSport to expand its flight training offerings. Overall, our small staff boasts over 100 years of combined aviation experience.

8. Events



The premiere aviation event at Piper Memorial Airport is the annual Sentimental Journey to Cub Haven fly-in. Each summer, AvSport participates by providing Discovery Flights, safety seminars, and aircraft for static display. Here, our SportStar trainer attracts the attention of some of our neighbors.

In cooperation with airport management and the Sentimental Journey team, AvSport continues as a regular participant in the Experimental Aircraft Association's annual International Learn to Fly Day. During the 2012 event, we conducted an FAA Wings safety seminar, and coordinated a fly-in/LSA display, complete with refreshments and discovery flights.



2012 ANNUAL REPORT

9. Maintenance

AvSport's modern, fully equipped maintenance shop, located in T-hangar 9 North at Piper Memorial Airport, continues to expand, allowing us to perform condition inspections, preventive maintenance, minor repairs, and major repairs to our own fleet, as well as customers' Light Sport Aircraft. We remain a factory authorized Rotax Engine service facility. In 2012, our Director of Maintenance added Glider, Weight Shift, and Rotax Heavy Maintenance ratings to his credentials.



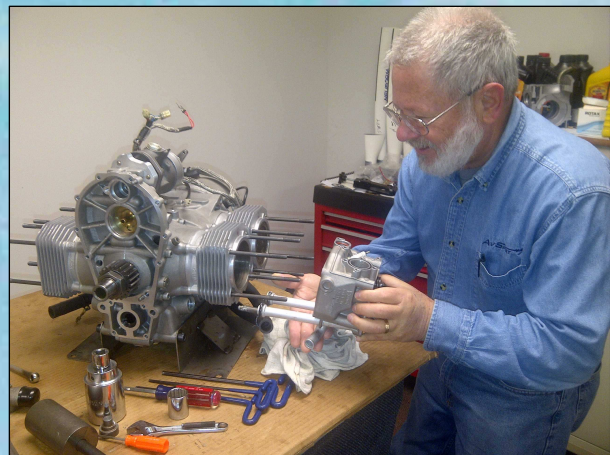
AvSport parts inventory



AvSport machine shop



Prof. Shuch (right) in Heavy Maintenance course



... and overhauling a Rotax 912 cylinder head

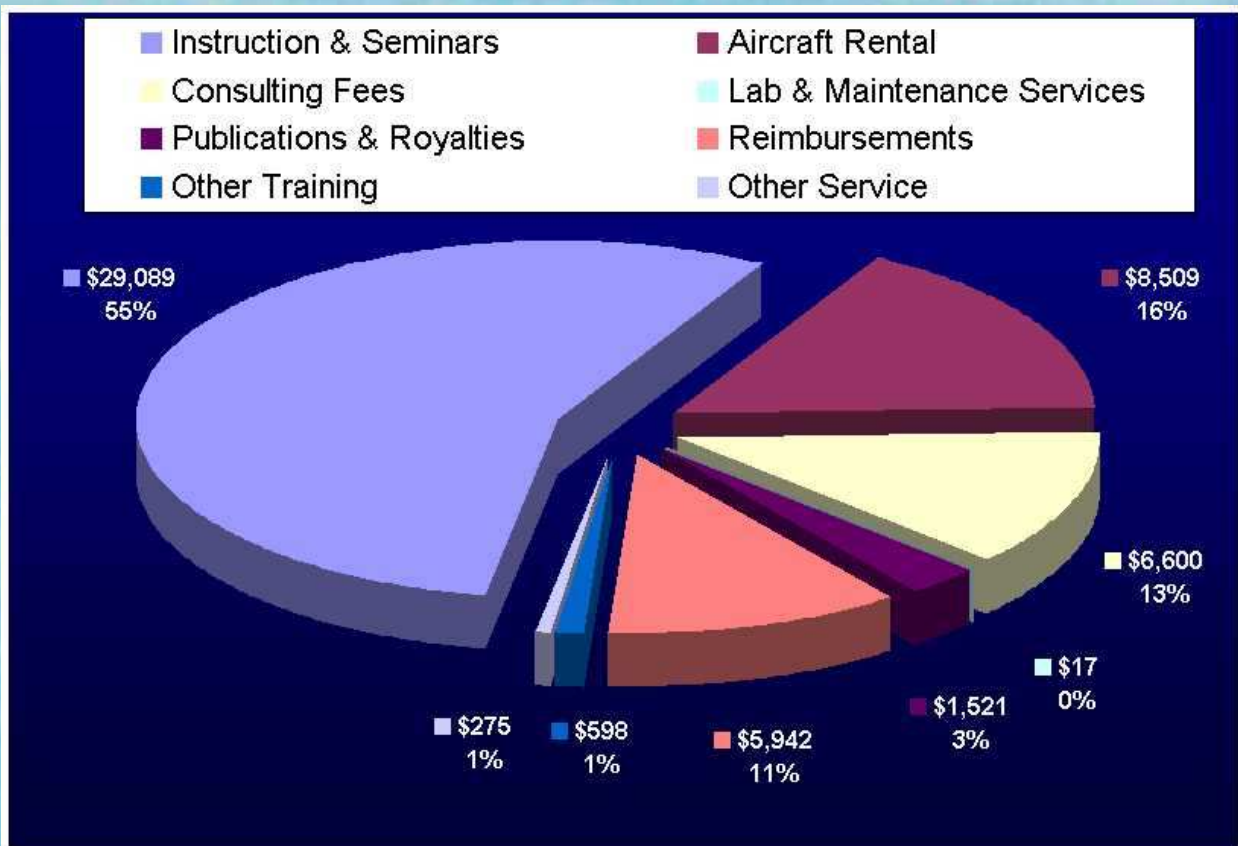


2012 ANNUAL REPORT

10. Financials

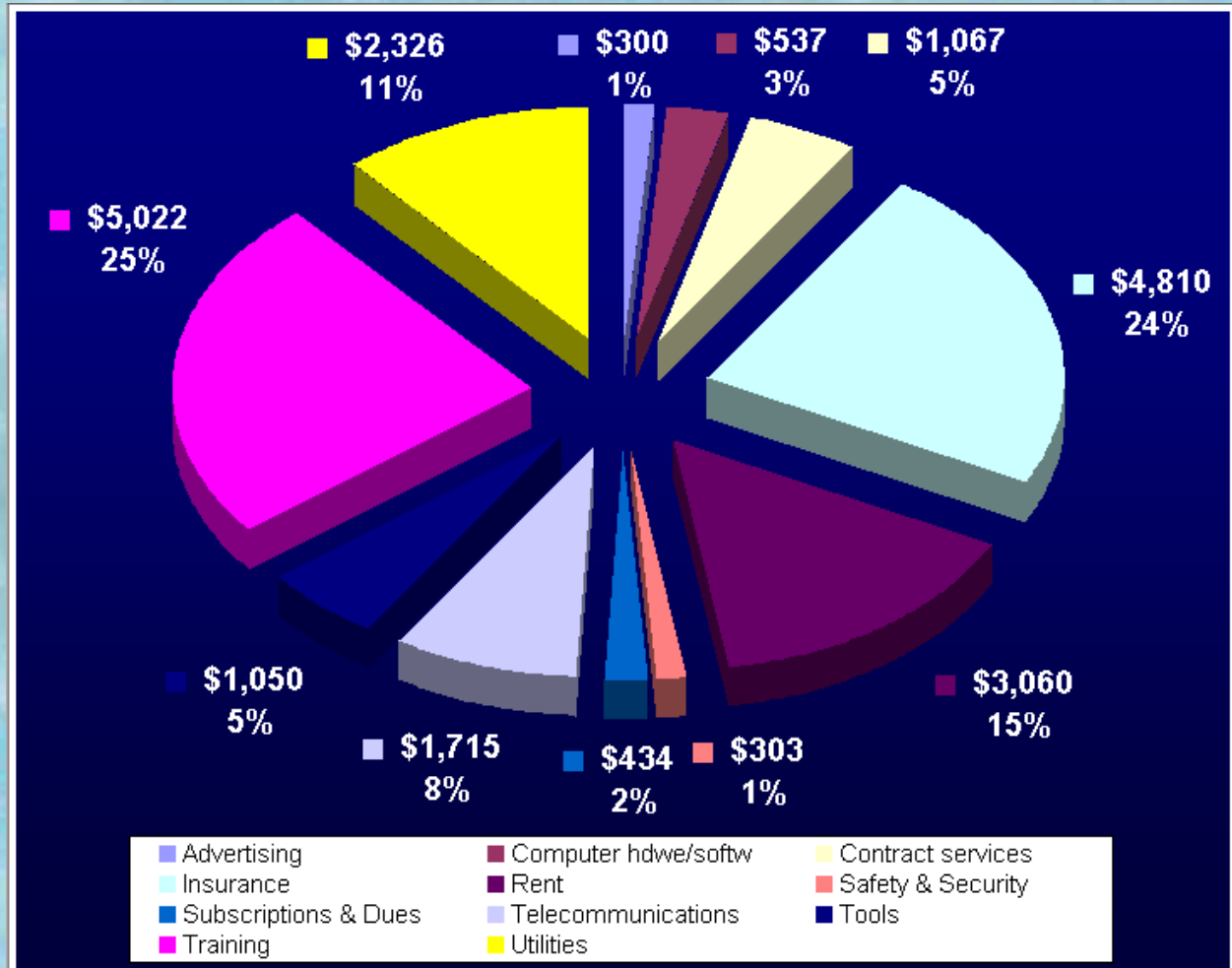
Sport flying being a recreational activity, AvSport's financial position is both highly seasonal, and dependent upon the local community's aggregate discretionary income. Due to continued strengthening of the local economy, our 2012 revenues increased sharply, as compared to last year. However, this has been partially offset by a similar increase in operating costs, due primarily to AvSport continuing to make significant investments in tools and equipment, aircraft modification and maintenance, and staff training. After running a deficit in 2011, AvSport has returned to profitability in 2012. Thus, for its first three years of operation, AvSport continues to operate essentially at break-even. The charts below detail our operating revenues and expenses for the year just ended, exclusive of amortization of capital investment.

2012 Revenues



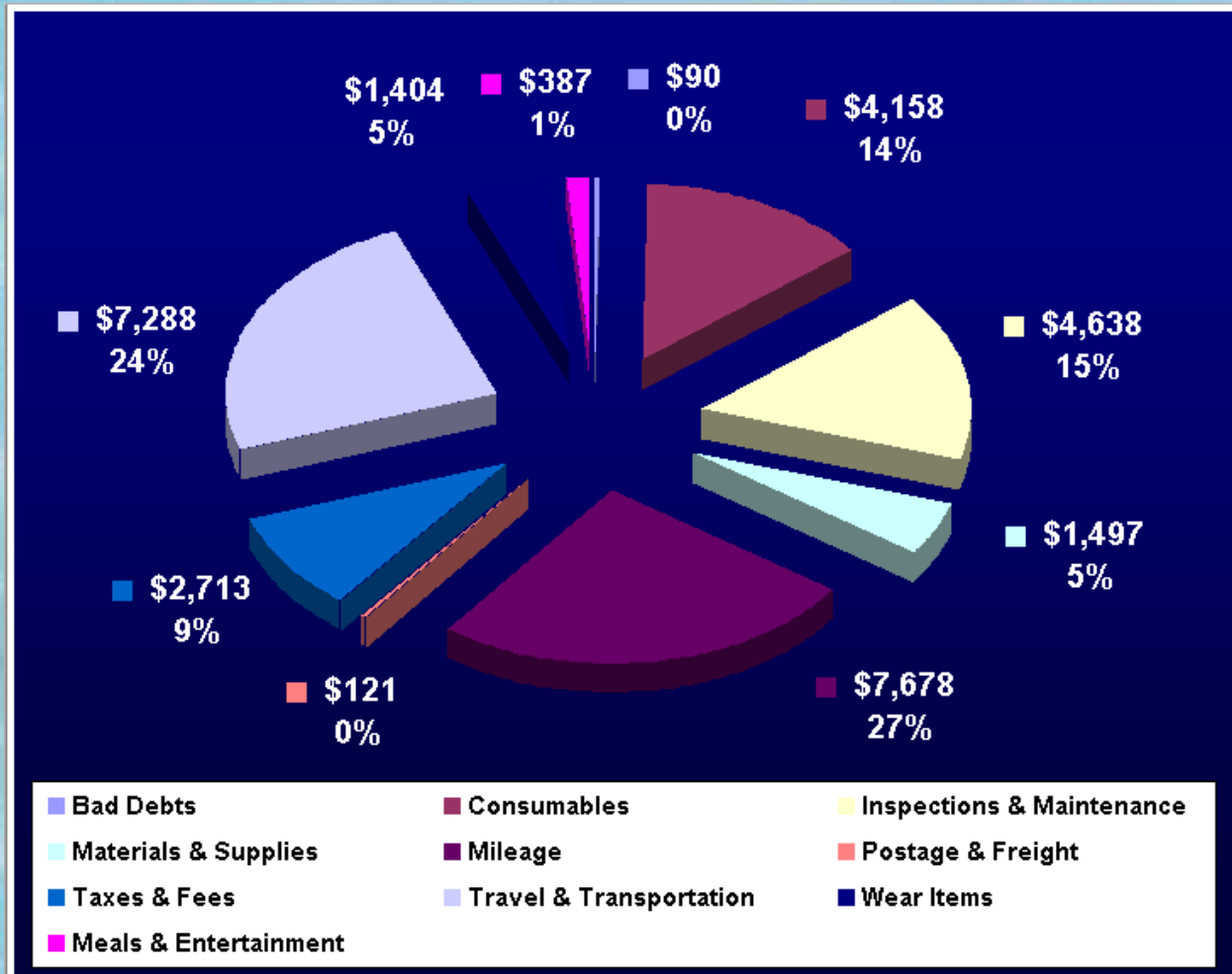
2012 ANNUAL REPORT

2012 Fixed Expenses



2012 ANNUAL REPORT

2012 Variable Expenses



Return on Investment

REVENUES:	<u>2010</u>	<u>2011</u>	<u>2012</u>	EXPENSES:	<u>2010</u>	<u>2011</u>	<u>2012</u>
Training	\$45,871	\$21,562	\$29,687	Fixed	\$27,379	\$18,738	\$20,835
Services	\$17,843	\$15,252	\$22,863	Variable	\$30,087	\$23,897	\$29,985
Total	\$63,714	\$36,815	\$52,551	Total	\$57,466	\$42,635	\$50,820
Total Profit (Loss):					\$6,248	(\$5,820)	\$1,730

2012 ANNUAL REPORT

11. Awards

In his capacity as FAA Safety Team Lead Representative for Lock Haven, AvSport chief flight instructor Prof. H. Paul Shuch had the honor of presenting the FAA Wright Brothers Master Pilot Award to Calvin J. Arter Sr., at the 2012 Sentimental Journey to Cub Haven fly-in banquet. This award recognizes fifty years of contributions to aviation safety.

Cal, a longtime flight instructor, started his flying career on Piper Memorial Airport. He is one of the founders of Lock Haven's annual fly-in, and currently serves as Sentimental Journey president. He can always be counted on to dispense advice and encouragement to aspiring pilots.



Taffy Lobes photo

2012 ANNUAL REPORT

12. In Memoriam

Remembering Alice Fuchs

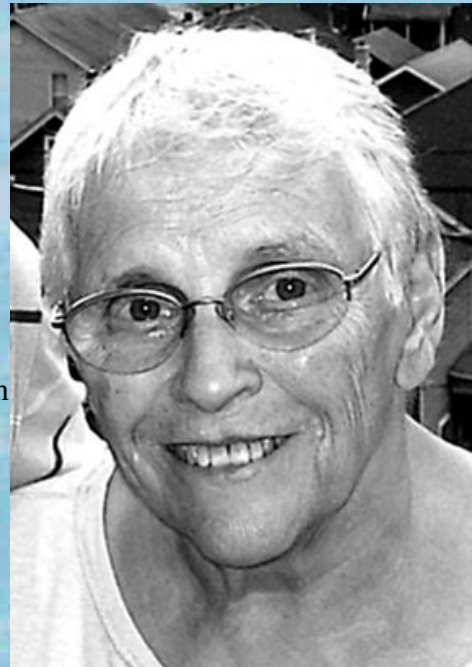
22 June 1917 - 19 September 2012

Alice S. Fuchs died on Sept. 19, 2012 at the Village at Penn State in State College, PA.

She was born on June 22, 1917 in Poultney, VT. She went to Wilson College on a full four-year scholarship, graduating in 1938. She then attended Penn State University and received an M.A. in English.

A crucial event occurred in the fall of 1939 at Penn State: she decided to learn to fly with Sherm Lutz at the airport in State College, and there met her future husband, pilot Bill Fuchs. They were married on June 29, 1942, and Alice became an Air Force officer's wife, moving 18 times in as many years. She joined flying clubs and pursued her passion for flying.

In 1939 Alice and Bill bought a Piper J-3 Cub, the first of many aircraft they owned throughout the years. By 1945 she had earned her instructor's and instrument ratings. Her first flight student was the Army chaplain, the first of many students she taught to fly.



Alice began her academic career in 1940 as an instructor and Assistant Dean of Women at Hillyer Junior College in Hartford, Conn., teaching math and English. In 1946 she entered The University of Michigan, where she did further graduate work toward a Ph.D.

She became a magazine article writer in 1947, and eventually published over 100 articles and at least one book on flying. Alice was the editor of the American Soaring Handbook, a series of ten books. A true aviation pioneer, she had many different flight ratings in multiple types of aircraft. Alice was the first woman to teach cadets at the US Air Force Academy in Colorado Springs, establishing the glider training program that survives there to this day. She was also one of the first female FAA-designated flight examiners, giving flight tests for central Pennsylvania. She flew in two national air races and in her later years, along with her husband Bill, ran the Eagle Aviation flight school on Piper Memorial Airport.

Bill Fuchs passed away in 2010. He and Alice were a team that will be fondly remembered by AvSport, as well as their many flight students and aviation friends.



2012 ANNUAL REPORT

13. Resources

For additional information about AvSport of Lock Haven, its aircraft, instructors, training materials, curriculum, and the new Sport Pilot license, please see the following pages of the AvSport web site:

	Main Page	http://AvSport.org
	Main Menu	http://AvSport.org/menu.htm
	General Information	http://AvSport.org/about
	Press Kit	http://AvSport.org/press
	Photo Gallery	http://AvSport.org/photos
	Video Gallery	http://AvSport.org/press/video.htm
	Flight Instruction	http://AvSport.org/cfi
	Light Sport Aircraft	http://AvSport.org/acft
	Maintenance Services	http://AvSport.org/maint
	Upcoming Events	http://AvSport.org/events
	Contact Information	http://AvSport.org/contact
	Search Engine	http://AvSport.org/search

or, stop by Hangar One at the Piper Memorial Airport, and pay us a visit.



The Problem:

The completion rate of persons pursuing flight training in the US is below 20%, an all-time low. This is generally attributed to the increasing complexity of airspace, the introduction of advanced aircraft and avionics systems, and the high cost of aircraft ownership, rental, and operation. However, despite significant advances in both aeronautical technology and educational methodology, pilot training curricula have remained virtually unchanged since prior to the Second World War.

The Proposal:

The introduction by ASTM of the Light Sport Aircraft certification category, along with the establishment by FAA of the Sport Pilot License, presents an opportunity for a significant modernization of the flight training curriculum.

Vision Statement:

AvSport envisions a General Aviation renaissance, facilitated by quality training of Sport Pilots and the availability of modern Light Sport Aircraft.

Mission Statement:

- AvSport enhances aviation safety and enjoyment, by offering:**
- a rigorous flight training curriculum
 - experienced, professional Certified Flight Instructors
 - well maintained advanced Light Sport Aircraft
 - modern and accessible instructional materials
 - individualized instruction
 - an affordable aviation experience



Schedule Milestone and Accomplishments:

- September 2009 (Technology Readiness Level 1)
 - Establish AvSport as an FAR Part 61 flight school; activate website
- December 2009 (Technology Readiness Level 2)
 - Purchase of Evektor SportStar Light Sport Aircraft trainer
- January 2010 (Technology Readiness Level 3)
 - Present business plan to Lock Haven City Council; lease facilities
- February 2010 (Technology Readiness Level 4)
 - Introduce "Three Weeks, Rain or Shine" Pre-Solo intensive course
- April 2010 (Technology Readiness Level 5)
 - Solo first primary student
- May 2010 (Technology Readiness Level 6)
 - Introduce "Three More Weeks of Heaven" Post-Solo intensive course
- June 2010 (Technology Readiness Level 7)
 - Graduate first licensed Sport Pilot
- November 2010 (Technology Readiness Level 8)
 - Complete FAA mechanics training; establish maintenance shop
- March 2011 (Technology Readiness Level 9)
 - Introduce "Pilot Downsize" LSA transition course curriculum

Rev. 16 November 2011

TRL = 9

Keywords: Flight Instruction, General Aviation, Flight School, Sport Pilot, Light Sport Aircraft, LSA, ASTM, FAA

14. Four Quadrant Briefing Chart